

Headquarters U.S. Air Force

Integrity - Service - Excellence

AF ADR Program-- In Perspective



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Air Force ADR Program

- **Accomplishments**
- **Foundation for Further Success**



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AF ADR Accomplishments

- **Engagement with Industry:**
 - **17 Corporate-Level ADR Agreements**
 - **88 Program-Level Agreements (ACAT I & II)**
 - **31 Program-Level Agreements (ASC ACAT III)**
- **Creation of an ADR Program Infrastructure:**
 - **ADR Advisory Team (15 Person Multi-Disciplinary Team);**
 - **ADR Division (10 Attorneys);**
 - **ADR Champions (22 Contracting/Acquisition Professionals)**
 - **ADR Program Website -- <http://www.adr.af.mil> (170,000 “Hits” -- Great Feedback)**



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CY 2000 Results

- **Over 50% of appeals on ADR track--all stages of litigation**
 - **Some pre-appeal**
- **38 Completed ADRs**
 - **Four-fold increase--resolution in fraction of the time**
 - **97% resolution rate--“Where there’s a will--there’s a way”**
 - **ADR Agreement**
 - **Third Party Neutral**
- **ADR Champions Appointed and Trained**
- **Major ADR Conference: 17-19 April 2001**



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Analysis of CY2000 ADR Activity

Period Covered: 1 Jan 00 - 31 Dec 00

<u>Type</u>	<u>#</u>	<u>Est Claim</u>	<u>Est Settlement</u>
Operational	33*	\$14M	\$4M
Systems	5	\$15M	\$6M

*** 2 Pre-Appeals**

Significant Points:

- Most claims are relatively small**
- Most ADR efforts are in “Operational” Contracts**



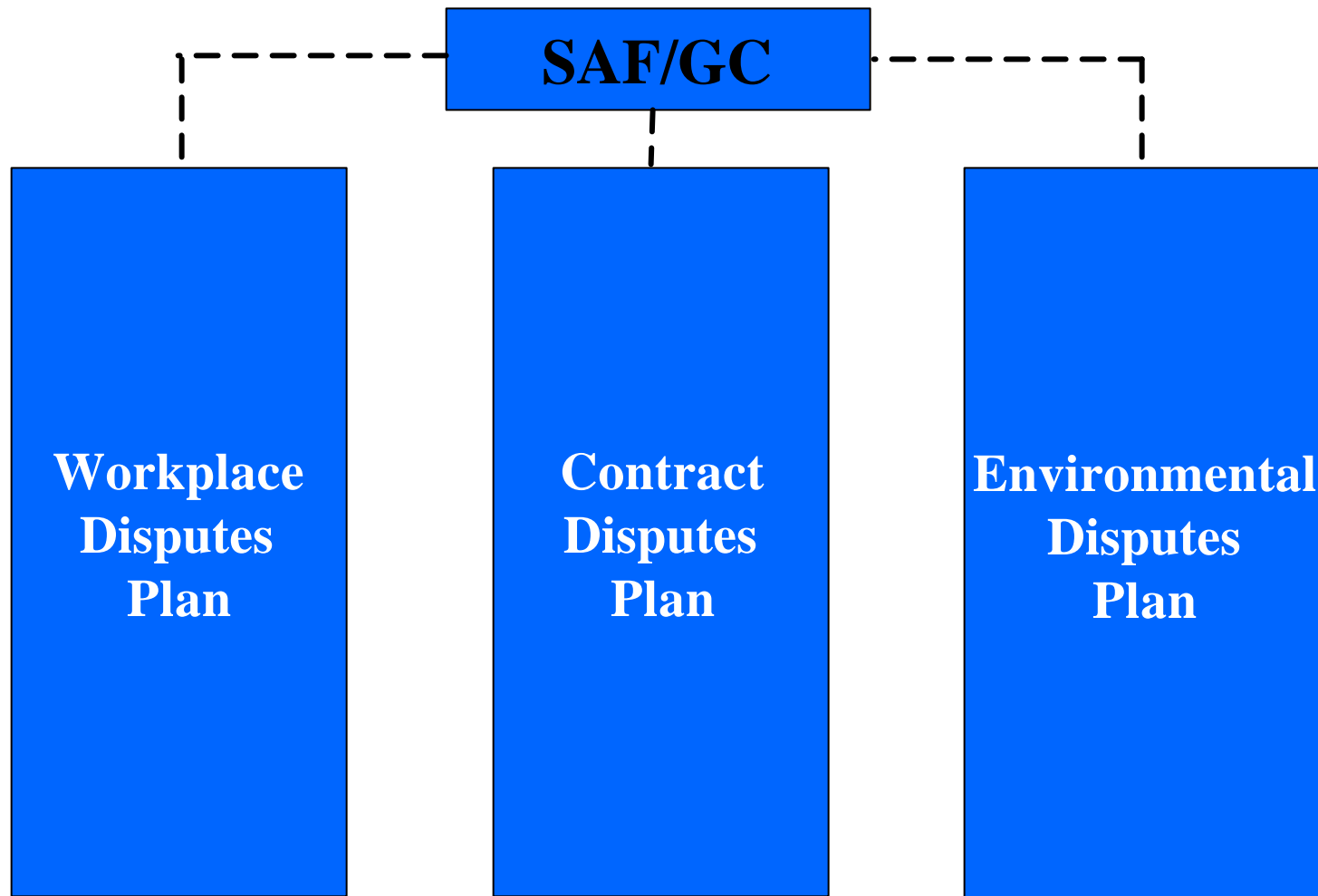
Foundation for Further Success

- **ADR in Perspective**
- **Increased Role of CAST**
- **Joint Infrastructure**



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ADR Program in Perspective





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Increased Role of CAST & ASTs

- **AFMC/CC Itr 26 Sep 00 institutionalizes ADR Champions in ASTs**
 - **Natural home for ADR Champions--multi-functional expertise**
 - **Reduces perception that ADR is “Contracting” responsibility**
 - **Establishes role of ADR “facilitator” as “hands-on” expert**
- **Logical focal point for training**
 - **Help develop/deliver ADR training**
 - **Both AFMC and non-AFMC acquisitions**



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Industry Consultation/Joint Training

- **Established Joint ADR Training IPT (16 + advisors)**
 - **Govt:** Contracting, Legal, Education, Program Mgt
 - **Industry:** Business; Finance; Legal; (NDIA; APMP; AAA; CPR)
 - **Developed Draft ADR Reference Book**
 - <http://www.adr.af.mil/acquisition/index.html>
 - “Foundational” (generic) ADR training to Govt/Industry or both
 - **“JIT” training to help facilitate specific issue:
Government and Contractor**
 - **Large Scale Joint Negotiation (“Win-Win”) Training**
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ADR Advisory Team

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Joint Infrastructure

- **AF ADR Advisory Team and Champions**
 - **Provides clear focal points**
 - **Facilitate efficient removal of road-blocks**
 - **Provides institutional memory**

 - **Mrs Druyun's 13 Feb 01 letter asks Industry to appoint Corporate ADR Champions**

 - **Overarching Goal:**
 - **Get better visibility into potential ADR candidates**
 - **Move ADR to the Left**
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Summary

- **Objective is “Blue Ribbon” business relations between AF and Industry**
 - **Focus is on timely identification & resolution of issues--not ADR.**
 - **However, ADR facilitates resolution when “normal” negotiations are at an impasse**
 - **... and Program Agreements facilitate use of ADR**
 - **Resolution method must be jointly agreed and mutually beneficial--may involve risk on both parties**
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